

Automotive News Week is set for Aug. 26-30

Program is completed for World Congress

Automotive News Week in Detroit will begin Aug. 26 when Paul Tippet, chairman of American Motors, delivers keynote remarks at the ninth annual Automotive News World Congress.

Automotive News Week will be observed Aug. 26-30, with the World Congress in session Aug. 26-29 at the Westin Hotel and the third annual Automotive News World Expo open Aug. 28-30 at nearby Cobo Hall.

Following Tippet on the speaker's dais during the four

day industry seminar are 33 other top-level decision makers from inside and outside the industry. (See accompanying box.)

At World Expo, suppliers and would-be suppliers from around the world will show and sell automotive components, materials and services, while many of the world's leading vehicle makers will staff buying offices on the show floor.

Visitors to World Expo will be eligible to win a free trip to Hawaii.

Registration fee for World Congress attendees is \$490, the

same as last year. The fee includes: Access to 34 sessions, early morning coffee and rolls; two luncheons, three dinners, including a Tuesday Gala; a detailed workbook; hosted cocktail receptions, and entry to the World Expo.

If a registrant's plans change, the name of another individual may be substituted at any time prior to the opening. Full cancellation will be charged \$100.

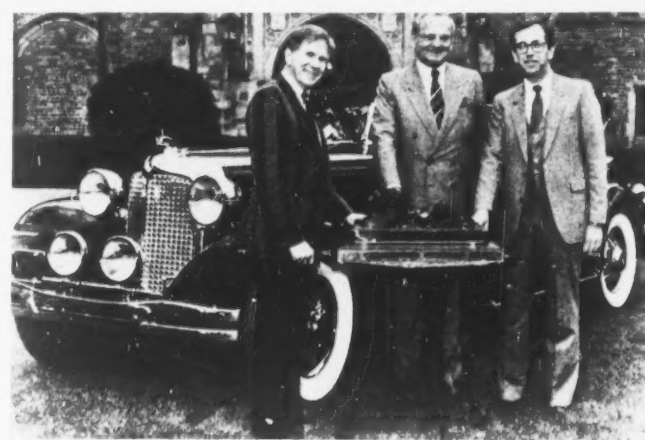
Automotive News is offering World Congress attendees a full refund of the \$490 registration fee if they are not entirely satisfied.

World Congress doors will be open Aug. 28 for the Tuesday Evening Gala, at which non-registrants will join seminar attendees for an industry extravaganza.

The event includes two top flight speakers, a cocktail reception and a three-course dinner.

Tickets to the Gala for non-registrants are available in advance only, on a first-come, first-served basis. To receive tickets for the Gala, mail in the accompanying coupon.

For further information on World Congress and World Expo, mail in the accompanying coupon or contact Automotive News Week: Telephone — (313) 567-9520; cable address — TWX 810 221 5122 AUTNEW.



Two Chrysler classics

Chrysler Corp. Chairman Lee Iacocca, center, and a 1931 Imperial 8 Custom Phaeton are part of the 1984 Meadow Brook Concours d'Elegance to be held Aug. 5 in Rochester, Mich. Also shown are Robert E. Larivee Sr., left, president of Group Promotions, and Joseph Champagne, president of Oakland University, site of the annual event.

Jaguar valued at 400 million as sale of stock begins

LONDON.—Jaguar has been valued at just under \$400 million for the purposes of its separation from state-owned BL and its own listing on the stock exchange here.

Nearly 178 million ordinary shares, with a value equivalent to \$2.20 each, will be on offer from today (Monday) until Friday (Aug. 3). The relatively modest valuation is expected to lead to a full subscription by institutions and particularly private investors.

Jaguar is the first arm to be lopped from BL, but others will follow. The next most likely candidate is component maker Unipart, with a possible sale

during 1985.

Details of the Jaguar sale, conceived by BL and its financial advisers, Hill Samuel, were revealed last week. Hamish Orr-Ewing, the new chairman of what is now Jaguar PLC, called the offer "extremely well balanced."

The issue price of 165 pence each capitalizes Jaguar at 297 million pounds (\$395 million).

The terms of the sale prevent any shareholder buying more than 15 percent of the company over the next six years. In addition, the government has reserved a defensive shareholding to prevent unwelcome takeover bids until the end of 1980.

Opel honored

RUSSELSHEIM, West Germany. — Adam Opel AG, General Motors' German subsidiary, has received the Windshield Installers Group Safety Award for fitting Securiflex anti-lacerative windshields to the Opel Senator. Securiflex windshields were developed by Saint Gobain of France.

World Congress Faculty

J. Michael H. Aikin, principal, Martec (Australia) Pty., Ltd.

Bennett E. Bidwell, executive vice president, Chrysler Corp.

Owen Bieber, president, UAW.

Stephen J. Cabot, senior partner, Pechner, Dorfman, Wolfe, Rounick & Cabot.

Scott Chapman, president, Bivouac Industries.

John A. Cook, president and chief executive officer, Porsche Cars North America, Inc.

Robert C. Daly, executive director, communications and industry relations, NADA.

Richard E. Dauch, executive vice president, Stamping, Assembly & Diversified Operations Group, Chrysler Corp.

John D. Dingell, U.S. congressman, Michigan.

Herbert Greenberg, president, Personality Dynamics, Inc.

John O. Grettenberger, general manager, Cadillac.

Martha W. Griffiths, lieutenant governor, Michigan.

William House, department chairman, Industry Design Center for Creative Studies.

Richard Howell, executive vice president, Spotlight Presents, Inc.

Georg Karnsund, president, Saab-Scania AB.

Maryann Keller, director, Vilas-Fischer Associates.

Michael Kranefuss, director, Special Vehicle Operations, Ford Motor Co.

Patrick J. Lavelle, president, Automotive Parts Manufacturers' Assn. of Canada.

James A. Mateyka, vice president, Booz-Allen & Hamilton, Inc.

Robert D. McBride, president, National Steel Corp.

Ronald E. McGuire, chairman and president, Automotive Industry Action Group.

Robert T. McMahan, executive vice president, Hess & Eisenhardt Co.

Todd E. Petzel, chief economist, Coffee, Sugar & Cocoa Exchange, Inc.

Ronald F. Pink, manager, vehicle fleet business, Xerox Corp.

Dean F. Poeth, projects manager, Engineering and Manufacturing Technology Dept., Battelle Memorial Institute.

J. D. Power, president, J. D. Power & Associates.

Kjell Qvale, chairman, British Motor Car Distributors, Ltd.

Marvin T. Runyon, president and chief executive officer, Nissan Motor Mfg. Corp., USA.

Barbara Sanders, director, Advance Product and Manufacturing Engineering Staff, General Motors.

Diane K. Steed, administrator, NHTSA.

Morris Tanenbaum, chairman and chief executive officer, AT&T Communications.

Paul Tippet, chairman and chief executive officer, American Motors.

Tatsuro Toyota, president and chief executive officer, New United Motor Mfg., Inc.

Edson P. Williams, general manager, Ford Truck Operations.

Mail this coupon to:
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Detroit, MI 48207

Yes! Please reserve tickets at \$38 per person for the TUESDAY EVENING GALA at the Westin Hotel, Detroit, Aug. 28.

Individual tickets or

Tables for ten

For table reservations, please indicate:

Number of World Congress registrants at table (additional tickets not necessary)
Number of non-registrants at table (tickets needed)

Company name for table sign:
(Complete only if reserving a table)

If reserving a table, please attach list of World Congress registrants' names.

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59th year — No. 5033

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Vendors note auto makers' surging profits

GM pressures suppliers for price rollbacks

By Richard Johnson
Staff Writer

Some General Motors suppliers are apparently bowing to pressure from the auto maker to either lower or hold the line on 1985 model year prices, but not without some "gnashing of teeth," according to one parts company official.

Meanwhile, discussions with several vendors regarding 1985

sourcing contracts are said to be stalled on the question of price reductions.

Earlier this year, Buick and Chevrolet sent letters to many of their suppliers asking that component prices be reduced at least 3.3 percent annually during the next three years to reflect gains in productivity.

Three-year contracts were offered in some cases if suppliers

agreed to drop prices by as much as 5 percent annually. Increases attributed to higher raw material costs are being absorbed by the manufacturer.

The pressure for rollbacks drew strong reaction from vendors, most of whom were forced to hold prices throughout the industry recession.

Critics also noted surging GM profits and said their ability to

cut prices depends in part on how the corporation handles contract negotiations with the UAW this summer. The auto pact will likely set a pattern for parts industry labor contracts, according to suppliers.

• A survey of industry suppliers suggests that parts makers are going along with the reduction.

Continued on Page 21, Col. 1

As talks open at GM and Ford

UAW presents strong 'want' list

Continued from Page 1

dial note when Chairman Philip Caldwell met with the bargaining teams at the opening session. GM Chairman Roger B. Smith did not make an appearance at the table.

UAW's Yokich said it was "nice" of Caldwell to stop by and that that kind of approach will help the two sides reach an agreement without a strike.

UAW President Owen Bieber said Caldwell addressed the need to work together and the need for the union to be in on the decision-making processes at Ford.

• One of the UAW's major demands at both companies involves limiting outsourcing. One of the initial demands is for no outsourcing without prior ap-

proval of the union.

The union also asked for an annual ceiling on the number of cars GM can import in relation to domestic sales with separate limits on the number of components imported. It wants this arrangement extended beyond the length of the agreement.

Other job security demands at GM include:

1. No layoffs because of outsourcing.

2. Extending the Pilot Employment Guarantee Project to all plants. That plan assures 80 percent of a plant's workforce guaranteed employment.

3. An assurance that new technology would not result in the erosion of a bargaining unit.

4. Long-term commitments from GM to modernize and upgrade plants and equipment in the U. S. and Canada.

5. The newest angles on job security are the conversion planning proposal and reciprocal hiring rights with suppliers.

Conversion planning, which would require GM to create non-auto jobs to replace lost auto jobs, seems to be in direct line with GM's plans to diversify into non-auto business.

GM is planning to put about 10 percent of its business in non-auto fields over the next few years.

Getting suppliers to hire laid-off GM workers does present some problems. Most supplier companies pay less than the \$12.67 an hour (including \$3.04 COLA) that workers currently make at GM. The UAW has long been opposed to multi-tier wage systems.

The preferential hiring plan is an "interesting concept," Warren said, and "it deserves consideration."

Regardless of the issues and demands, both the companies and the union agree that the 1984 talks probably will be the toughest ever.

"I don't think there's any question that they'll be very, very tough negotiations, probably the toughest negotiations that our union has ever faced," Bieber said.

"We look at these negotiations in the same way," Warren said. "When (Bieber) says tough, the toughness is not the attitude of the participants but the toughness of the problems. We both need solutions relating to job security, job security in relation to wages, competitiveness in relation to wages."

DOMESTIC SALES

	July 11-20, 1984	July 11-20, 1983
Renault		
Alliance/Encore	6,780†	3,100†
AMC	500†	1,350†
AMERICAN MOTORS	7,280†	4,450†
Chrysler	10,447	7,601
Imperial		17
Plymouth	7,765	8,559
Dodge	10,579	10,226
CHRYSLER CORP.	28,791	26,403
Ford	34,411	29,202
Mercury	14,699	11,902
Lincoln	4,109	2,614
FORD MOTOR CO.	53,219	43,718
Buick	28,031	27,845
Cadillac	9,437	8,898
Chevrolet	50,286	42,306
Oldsmobile	30,927	30,581
Pontiac	20,806	18,760
GENERAL MOTORS	139,587	128,390
VOLKSWAGEN	2,216	2,098
HONDA	2,733	1,816
U. S. INDUSTRY		
TOTAL	233,826	206,875

†—Estimate

New era in labor relations: Pattern bargaining waning

By Marjorie Sorge
Labor Editor

The auto industry is on the threshold of a new era of labor relations, an era that could mark the end of traditional pattern bargaining.

Contract talks between the UAW and the Big Two, Ford Motor Co. and General Motors, opened last week with the usual pomp and circumstance. But beyond all that, both sides must realize that bargaining cannot follow the old rituals.

The union will face off against two auto makers with different

approaches to achieving the same goal of world auto market dominance. While

the two contracts could still expire at the same time, the result could well be the death of traditional pattern settlements and the birth of a new tactic of tailor-made settlements to fit the individual company.

Since the days of Walter Reuther, the UAW has approached negotiations in a simple way: The union picks a "target" company as the contract expiration

date nears, concentrates its bargaining with the target and, if negotiations fail, strikes only the target company.

It attempts to whipsaw that company into accepting a tough contract under the duress of seeing its competitors still building and selling cars while the target's plants are idle.

Once the union has the settlement, it then goes to each of the other car makers in turn with a "pattern," expecting — and getting — a similar settlement.

The pattern settlement has been strained for some time as first American Motors and then Chrysler Corp. were excused due to delicate financial health. Although the union may refuse to admit it, 1984 could permanently mark the end of the current method of pattern bargaining.

• The UAW is now trying to get Chrysler back on the pattern, at least hoping to get the contract to expire at the same time as the Big Two. In light of Chrysler's record profits, UAW President Owen Bieber

Continued on Page 49, Col. 1

Car sales climb 13 pct. to 233,826 for mid-July

By Jenny L. King
Staff Writer

U. S. auto makers made it four periods of sales gains in a row with their 13.03 percent increase in mid-July, and year-to-date sales continued to stretch up from 1983, growing 26.29 percent to 4,659,195 compared with 3,677,507.

July 11-20 new-car sales of 233,826 were up 30.61 percent from 179,026 in the preceding period and were up 13.03 percent from 206,875 in the corresponding period a year earlier.

With nine selling days this year and last, the daily rate likewise was up 13.03 percent, to 25,981 from 22,986.

Ford Motor Co. reported the largest sales increase of the Big Three. Ford was up 21.73 percent, to 53,219 from 43,718 a year ago. General Motors was up 10.58 percent, to 139,587 from 128,390, and Chrysler was up 9.04 percent, to 28,791 from 26,403.

For the period, American Motors was up 63.60 percent, to estimated sales of 7,280 from 4,450. Volkswagen reported sales of 2,216 Rabbit sedans, up 5.62 percent from 2,098, while Honda sales grew 50.50 percent to 2,733 from 1,816.

GM's share of the domestic market dropped to 59.70 percent from 62.06 percent in mid-July last year. Ford was up to 22.76 percent from 21.13 percent. Chrysler had 12.31 percent, down from 12.76 percent. AMC claimed 3.11 percent, up from 2.15 percent. VW was off to 0.95 percent from 1.02 percent and Honda held 1.17 percent, up from 0.88 percent a year earlier.

At Chrysler Corp., Plymouth was off 9.28 percent for the period, while Chrysler was up 37.44 percent and Dodge was up 3.45 percent.

Ford was up 17.84 percent, Mercury was up 23.50 percent and Lincoln was up 57.19 percent.

All GM divisions reported gains. Chevrolet was up 18.86 percent in mid-July, Pontiac was up 11.44 percent, Cadillac was up 6.06 percent, Oldsmobile was up 1.13 percent and Buick was up 0.67 percent.

AMC's Eagle sales were down an estimated 62.96 percent and Renault Alliance/Encore totals were up an estimated 118.71 percent.

July 11-20 sales were moving at a rate capable of producing a 7,896,000 domestic total for the 1984 calendar year.



Joe Wilissens

GM and UAW open negotiations

General Motors and the UAW opened contract talks last week with the traditional handshake across the main bargaining table. UAW President Owen Bieber, left, shakes hands with GM's chief negotiator Alfred S. Warren, industrial relations vice president. The UAW is expected to ask for significant wage gains. The union's major demands also include job security and limiting outsourcing.

UAW demands at GM

Job security

- GM to create non-auto jobs to replace auto jobs which may be permanently lost.
- GM to arrange with its suppliers to provide reciprocal preferential hiring rights for workers laid off from GM or its other suppliers.
- Expanding the Pilot Employment Guarantee Project to all plants. That plan, which provides 80 percent of a plant's workforce with guaranteed jobs, was negotiated in 1982 and was to begin at four pilot plants. None were ever developed.
- Improvements in the Guaranteed Income Stream program which provides high-seniority laid-off workers with a portion of their income until they retire or find new jobs.

Outsourcing

- No outsourcing without prior union approval.
- An annual ceiling on GM's imports in ratio to its domestic sales, with separate limits on importing components.
- No layoffs because of outsourcing.

Decision-making

- Right to internal corporate financial data and other pertinent information.
- Adequate advance notice of any corporate plan or change of operations which could impact members. This would include plant closings, sale of operations and sourcing decisions. There would be no implementation of these decisions without prior union approval.

Suppliers

- When the union identifies suppliers producing parts or services during a strike or lockout or while contesting a National Labor Relations Board election, a joint Supplier Stability Committee will investigate the charge and, if necessary, notify the purchasing department which will consider finding a more stable supplier.

Health care

- Both sides agree the cost has to be cut. GM spent \$2.2 billion in 1983 for health care while Ford spent \$743.3 million. Ford has indicated it will look at introducing co-pays and deductibles. GM has said it has not decided what the correct steps would be. The UAW has asked GM to support National Health Insurance.

Other demands

- Child care facilities.
- Elimination of the Irregular Attendance program which penalizes chronically absent workers.
- Increases in the group legal services program negotiated in 1982.
- Restricting overtime in areas where laid-off workers could perform the work involved.

Attend World Expo. You'll see all these (and many more) participants from around the world.

Exhibitors

Accurcast Die Casting Ltd.
Air International Pty Ltd.
American Biltrite Inc.
ANSA Marmite
Applied Color Systems Inc.
ARA Manufacturing Co.
Artos Engineering
ASC, Inc.
A. Schulman Inc.
Associated Tube Industries, Ltd.
AT & T Communications
Automotive Tec Associates Ltd.
Brazaco Mapri
Brazilian Government Trade
Bureau
British Columbia Ministry
of Industry
Buick Motor Division, GMC
Burlington Northern Air Freight
CAE Montpetit Diecast Ltd.
Camcar-Textron
Camoplast
Cars & Concepts, Inc.
Centra Leichtmetall-Rader,
GmbH
Chevrolet Motor Division, GMC
CINPAL
Cofap
Crown Group
Daewoo Corporation
DBM Reflexes Enterprises Inc.
Delco Moraine Division, GMC
Delco Products Division, GMC
Delco Remy Division, GMC
Detroit Economic Growth Corp.
DHL Airways, Inc.
Diemakers, Inc.

Dominion Auto Accessories
DSMA Group
Dukane
Duplex
EDC of Wayne County
E/M Lubricants, Inc.
Equip Auto of 1985
Essex Specialty Products, Inc.
Export Scovill Ltee
FAG Bearings
Five Star Manufacturing Co.
Flint-Genesee Corporation
Florida Production
Engineering Co.
The Gates Rubber Co.
GEL, Inc.
Gemtec Industries, Inc.
Ger Bong Engineering Company
Government of Quebec — Dept.
of External Trade
G.S. Woolley 1978 Ltd.
GTE Products Corp. — Sylvania
Miniature Lighting
GTE Valeron Corporation
Han Kook Automatic Machinery
Company Ltd.
Hanover Marketing & Trade
Corporation
Harrison Radiator Division, GMC
Herman Schwabe, Inc.
Hess & Eisenhardt Co.
Heuliez-DEA
Hudson Machinery Corp.
Inalfa-Hollandia Sunroofs Inc.
Inland Tool &
Manufacturing, Inc.
International Precision
Industries, Inc.
ITT Automotive Worldwide
Jack Bott Sales, Inc.
JEMS Manufacturing Inc.
Kansas City Area Development
Council
Kay Screen Printing
Kia Industrial Company
Korea Trade Center
Krupp
Lees Enterprises
LeRoy Industries, Inc.
Le Sueur Foundry Company
Louis A. Wright & Assoc. Inc.
Lucky-Goldstar International
Corporation
The Lutravil Company
Lyster Die Castings Ltd.
Magna International Inc.
Maremont Corp.
Marvel Equipment Corp.
McCard, Inc.
McRobert Springs
Metal Forming & Coining Corp.
Metal Kotings
Metcor Inc.
The Mettaly Corp.
Michigan Bell
Michigan Steel Spring Company
Microphoto Inc.
Milwaukee Wire Products
Mnemos, Inc.

Modern Industries
Melbourne Inc.
Monroe County Industrial
Development Corp.
Nakata S.A.
Nissan Trading Co.
OEM Comercio Exterior
Olympus Corp.,
Industrial Fiberoptics Dept.
Ontario Center for Automotive
Parts Technology
Ontario Government — Ministry
of Industry & Trade
Ozite Canada (1981) Inc.
Panax
Perfect Fit Industries
Pontiac Motor Division, GMC
Prokote
R.B. Stamping
R.J. Stampings Co., Inc.
Racemark International, Inc.
Rene Fiberglass and Rene RIM
Ryder P.I.E.
Sachs Automotive
Components, Inc.
St. Louis Economic Development
Sam Mok Kang Up Co. Ltd.
Samsung Company
Sam Sung Radiator Industries
Company
Sanden International (USA) Inc.
Schmelzer Corp.
SECOA Technologies, Inc.
Southern Aluminum
Castings Co.
Southland Industries, Inc.
State of Michigan — Department
of Commerce
State of Missouri
SU-Butec Automotive
Components
Techmire Ltd.
3M/Transportation Equipment
Industry Products Dept.
Tudor Safety Glass
TVR of America, Inc.
Unipart Group Ltd.
Univel Industria E Comercio Ltd.
Universal Die Castings
Valeron
Varga North America
Varta Batteries Ltd.
Vittforge Inc.
Volkswagen of America, Inc. —
Fort Worth Mfg. Plant
Wagner Castings Co.
Waller Motors
Ward's Communications/
Ward's Research
Webasto North America
Weber
Webster Manufacturing
(London) Ltd.
Western Union
Windsor-Essex County
Development
Commission
Wohlert Corp.

Vehicle Manufacturers

American Motors Corporation
Avanti Motor Corporation
Bayerische Motoren Werke A.G.
(BMW)
Buick Motor Division
Cadillac Motor Division
Chevrolet Motor Division
Chrysler Corporation
Chrysler Interparts

Fisher Body Division
Ford Europe
Ford Latin America
Ford Motor Company
Fuji Heavy Industries Ltd.
General Motors Corp.
GMC Truck & Bus Group
IDP Renault
Isuzu Motors Ltd.
Mazda Motor Corporation

Mitsubishi Motors Corporation
Nissan Motor Manufacturing
Corp. U.S.A.
Oldsmobile Motor Division
Pontiac Motor Division
Saab-Scania AB
Volkswagen of America
Volkswagenwerk A.G.
Volvo White Truck Corporation

IMPORT SALES BY MODEL

	June, 1984	June, 1983	6 Mos., 1984	6 Mos., 1983
Alfa Romeo	360	546	1,731	1,784
Audi	7,814	5,981	39,823	22,391
4000	1,129	1,081	8,313	5,860
4000d		72		788
4000S LE	763		905	
4000S Quattro	506		2,199	
5000S	4,322	3,078	22,715	8,326
5000S turbo gas	643	1,211	3,731	2,356
5000d/td		197		3,050
Quattro	14	4	42	216
Coupe	437	338	2,028	1,658
BMW	6,655	6,033	36,945	26,680
318/320	2,677	3,416	18,028	14,981
325	1,630		5,838	
528/533	1,366	1,769	6,650	7,680
633CSI	249	234	1,510	1,252
733	733	614	4,020	2,767
Chevrolet Sprint	2,346		3,078	
Chrysler/Mitsubishi	6,425	10,432	39,719	48,225
Colt (Dodge/Plymouth)	4,662	6,986	29,431	32,913
Conquest/Sapporo/Challenger	581	3,446	4,214	15,312
Vista (Dodge/Plymouth)	1,182		6,374	
Fiat		878		4,108
Honda	29,882	32,613	195,873	181,963
Civic	11,425	11,755	66,289	71,560
Civic CRX	4,018		21,219	
Accord	9,308	16,636	71,643	97,684
Prelude	5,131	4,222	36,722	12,719
Isuzu	1,651	2,083	7,993	9,838
I-Mark	330	737	1,967	8,492
Impulse	1,321	1,346	6,026	1,346
Jaguar	1,829	1,581	8,874	7,733
XJ6	1,415	1,319	7,363	6,379
XJS	378	262	1,511	1,354
Lancia		66		465
Maserati	240		240	
Mazda	14,223	15,286	82,030	89,101
GLC	3,997	5,254	21,798	26,754
626	5,886	5,894	33,804	34,733
RX-7	4,340	4,138	26,428	27,614
Mercedes-Benz	5,926	6,828	40,526	35,780
190D	436		3,421	
190E	1,393		7,307	
240D		1,354	21	6,999
300D	1,184	1,721	8,663	9,272
300CD	143	187	845	924
300TD	203	247	1,306	1,363
300SD	911	1,863	7,977	9,014
380SE	561		3,226	
500SEL	270	449	2,039	2,581
380SL/SLC	701	856	4,782	4,719
500SEC	124	151	939	908
Mitsubishi	3,106	2,742	19,593	13,991
Starion	418	603	3,841	2,907
Cordia	1,450	1,039	8,039	5,430
Tredia	1,238	1,100	7,713	5,654
Nissan	46,398	54,389	244,245	275,854
Sentra	19,489	21,437	97,459	111,130
Pulsar	3,225	7,117	18,160	32,853
Stanza	3,591	7,527	22,405	33,429
Maxima	6,401	7,855	32,642	36,590
200SX	5,960	2,546	30,846	20,457
300ZX	6,255	6,395	28,931	38,626
Hawaii	1,477	1,012	3,802	2,769
Peugeot	1,553	1,394	9,593	7,384
Porsche	1,713	2,245	12,458	11,168
944	1,132	1,558	7,700	6,407
911	350	491	2,828	3,121
928S	231	196	1,337	1,467
Renault	1,341	3,706	6,486	16,048
LeCar		1,973		8,152
18i	444	460	1,335	1,708
Fuego	897	1,273	5,151	6,188
Saab	3,436	3,153	18,143	13,947
900	779	874	4,517	3,694
900S	1,072	847	5,531	3,670
Turbo	1,491	1,352	7,714	6,342
Tourist	94	80	381	241
Subaru	14,306	14,230	78,549	79,319
Toyota	57,836	56,486	269,458	282,117
Starlet		434	258	4,824
Corolla	16,754	14,346	76,268	72,961
Tercel	10,306	14,980	47,364	81,329
Celica	8,631	13,471	43,432	60,686
Supra	3,000	2,227	14,356	15,588
Camry/Corona	10,692	6,130	45,826	21,392
Cressida	3,166	3,761	16,503	20,018
Land Cruiser	308	387	1,398	2,510
VanWagon	3,159		18,050	
4Runner SR5	946		4,531	
Hawaii	874	750	4,472	2,809
Volkswagen	8,837	6,068	59,521	37,578
Rabbit Convertible	1,291	833	6,964	5,274
Jetta	2,860	1,837	22,963	10,122
Vanagon	1,918	1,453	11,050	7,145
Quantum	1,401	1,267	8,802	8,322
Scirocco	1,367	678	9,742	6,719
Volvo	9,206	8,490	57,014	48,020
DL	4,268	4,262	27,041	23,936
GL	2,386	1,377	15,252	8,803
GLT Turbo	874	1,306	5,461	6,785
GLE		7		194
DL/GL	419	410	2,147	2,792
Coupe				9
760	239	888	2,610	3,403
760 TurboDiesel	255	202	1,724	1,134
760 GT	765		1,667	
Tourist		38	1,112	958
TOTAL	225,083	235,230	1,231,892	1,213,494

Idaho dealers elect Knudtsen president

BOISE. — Wayne Knudtsen, Knudtsen Chevrolet, Coeur d'Alene, was elected president of the

Idaho Automobile Dealers Assn. at the group's 50th annual meeting.

Fred Rice, Bob Rice Ford-Chrysler-Plymouth, Boise, was elected vice president.

factories list auction dates

American Motors

July 31—Aptco Auto Auction, Taylor, Mich.

Chrysler Corp.

July 31—Hatfield Auto Auction, Hatfield, Pa.; High Point Auto Auction, High Point, N.C., and Arena Auto Auction, Chicago, Ill.

Aug. 1—Butler Auto Auction, Gibsonia, Pa.

Aug. 2—166 Auto Auction, Springfield, Mo.

Aug. 3—Floyd Hauhe Auto Auction, Bridgeton, Mo.

Aug. 7—Aptco Auto Auction, Taylor, Mich.; Hatfield Auto Auction, Hatfield, Pa.; Metro Auto Auction of Kansas City, Lee's Summit, Mo., and Florida Auto Auction of Orlando, Ocoee, Fla.

Aug. 8—Harrisonburg Auto Auction, Harrisonburg, Va., and Dallas Auto Auction, Grand Prairie, Tex.

Aug. 9—Golden Gate Auto Auction, Fremont, Calif.

Ford Motor Co.

Aug. 8—Columbus Fair Auto Auction, Obetz, O.; Metro Auto Auction of Kansas City, Lee's Summit, Mo., and Lakeland Auto Auction, Lakeland, Fla.

Aug. 15—Golden Gate Auto Auction, Fremont, Calif.

Aug. 16—Arena Auto Auction, Chicago, Ill., and Dallas Auto Auction, Grand Prairie, Tex.

Aug. 21—Harrisonburg Auto Auction, Harrisonburg, Va.

Aug. 23—Denver Auto Auction Ltd., Englewood, Colo.; 166 Auto Auction, Springfield, Mo., and Skyline Auto Exchange, Fairfield, N.J.

Aug. 29—Clanton's Auto Auction, Darlington, S.C., and Brasher's Southern California Auto Auction, Fontana, Calif.

Aug. 30—Aptco Auto Auction, Taylor, Mich.

General Motors

July 31—South Seattle Auto Auction, Kent, Wash.

Aug. 1—Salt Lake Auto Auction, Salt Lake City, Utah.

Aug. 2—Aptco Auto Auction, Taylor, Mich., and Floyd Hauhe Auto Auction, Bridgeton, Mo.

Aug. 7—166 Auto Auction, Springfield, Mo.

Aug. 8—Brasher's Southern California Auto Auction, Fontana, Calif.; Hatfield Auto Auction, Hatfield, Pa., and Minneapolis Northstar Auto Auction, Shakopee, Minn.

Aug. 9—Nashville Auto Auction, Nashville, Tenn.

Aug. 14—Southern Auto Auction, Warehouse Point, Conn., and Florida Auto Auction of Orlando, Ocoee, Fla.

Aug. 15—Metro Auto Auction of Kansas City Lee's Summit, Mo.

Aug. 16—Indianapolis Auto Auction, Indianapolis, Ind.

Aug. 22—Clanton's Auto Auction, Darlington, S.C.

Aug. 23—Butler Auto Auction, Gibsonia, Pa.; Arena Auto Auction, Chicago, Ill., and Dal-

las Auto Auction, Grand Prairie, Tex.

Aug. 29—Golden Gate Auto Auction, Taylor, Mich.; Floyd Hauhe Auto Auction, Bridgeton, Mo., and Denver Auto Auction, Englewood, Colo.

Used Car Sales Auction Averages

July to date	\$5,069
Month ago	\$5,436
Year ago	\$5,172

Model breakdown Auction Averages

	JULY	JUNE	MAY
1984	\$10,878	\$10,601	\$11,393
1983	7,274	8,284	9,040
1982	5,993	6,185	6,165
1981	5,198	5,091	5,193
1980	4,063	4,358	4,345
1979	3,603	3,963	3,671
1978	2,578	2,432	2,431
1977	1,946	1,830	1,893
Overall			
Average \$	5,069	5,436	5,372

Chicago auction slates Collector Car sale

CHICAGO.—The Greater Chicago Auto Auction has slated its sixth annual Collector Car Auction for Aug. 25-26.

Auction officials expect more than 400 classic, antique, special interest, sports and muscle cars to be offered for sale.



50th anniversary for Albers

J.C. Albers, right, Joe Albers Chrysler-Plymouth, Cincinnati, receives a 50-year-dealer award from D.R. Krumboltz, Cincinnati zone manager.

Sports, specialty cars called worst in 1984 collision loss

WASHINGTON.—Sports and specialty automobiles for the 1984 model year have worse collision coverage loss results than other 1984 vehicles, according to recent data from the Highway Loss Data Institute (HLDI).

Station wagons have the best collision coverage experience, HLDI said.

The insurance industry-supported institute said its findings are based on insurance collision coverage experience from October, 1983, through February,

1984, collected from 12 insurers.

Of the 200 car models contained in the HLDI data base, 65 models had accumulated enough data to provide reliable statistical rankings, HLDI said.

The institute said the four-door Mercury Grand Marquis had the lowest average loss payment per insured vehicle, followed by the four-door Chevrolet Caprice.

The BMW 318i had the worst average for collision claims per insured vehicle, followed by the Ford Mustang, HLDI said.

used-car auction directory

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Count is 10,880 on July 1

Import dealership total shows first-half rise

Continued from Page 1

160 percent, and Saab, 62, for 19 percent.

The Japanese makes had by far the most exclusives: 2,290. That was an increase of 54 since the beginning of the year. Single-line dealers represented 21 percent of all Japanese-car franchises.

There were 218 German-car single-line dealers on July 1, up 13 from Jan. 1. Exclusives were 14 percent of the German-car networks. Swedish-car single-line dealerships numbered 182, up by 10 and repre-

sented 25 percent of the network.

Italian-car single-line dealers numbered 53; French, 44, and British, 48.

The franchise total also rose to a two-year high: 14,583.

Because most import-car dealers handle more than one line, there are more franchises than dealerships. All the numbers in this article refer to net changes in networks, so if one dealer shuts down and another opens up in the same category and carrying the same lines, no

change is recorded.

On Jan. 1, the franchise total stood at 13,707. The most recent census showed an improvement of 876 during 1984. By country of origin, increases were recorded for Japan, Sweden, Italy and the UK.

• The company-by-company ranking of the top 10 imports was unchanged with the exception of the new Chevrolet Sprint, which immediately took eighth place, pushing down Mercedes-Benz and BMW and taking Audi off the list altogether. It also meant that the top eight franchise spots went to Japanese lines.

The Top 10, in order, were Plymouth, Dodge, Nissan, Toyota, Honda, Subaru, Mazda, Chevrolet Sprint, Mercedes-Benz and BMW.

Ten makes set records for their dealer totals.

Plymouth had 2,929. Its former record of 2,831 was set Jan. 1. Dodge had 2,844. Its old record of 2,744 was set on Jan. 1. Honda's 831 was up from its Jan. 1 record total of 822. Subaru's 893 was up from its Jan. 1 record of 798.

Mercedes-Benz had 416 dealers, matching its Jan. 1 record total. BMW's 414 also matched its Jan. 1 record. Bertone-Pininfarina dealers numbered 250, up from its first census report of 141. Isuzu's 217 dealers tied its Jan. 1 total, as did Ferrari's 48. Maserati also had 48 dealers, breaking its Jan. 1 record of 41.

The 13 makes that gained franchises during the first half were Bertone-Pininfarina, up 109; Dodge, up 100; Plymouth, up 98; Alfa Romeo, up 13; Lotus, up 10; Honda, up 9; Maserati, up 7; Saab, Subaru and TVR, each up 5; Mazda and Nissan, each up 4, and Ferrari, up 2.

Six companies lost a total of 10 franchises—not many, especially considering that Jaguar and Porsche both want to reduce their networks. Jaguar and Audi each lost three. One each was lost by Mitsubishi, Porsche, Rolls-Royce and Peugeot.

Another six companies registered no change in the number of dealers: Toyota, Isuzu, Mercedes-Benz, BMW, Aston Martin and Volvo.

IMPORT OUTLETS

Number of dealerships in U.S. handling imported cars, 1957 to 1984

Jan. 1, 1957	2,930
Jan. 1, 1958	11,409
Jan. 1, 1959	14,031
Jan. 1, 1960	14,674
Jan. 1, 1961	13,135
Jan. 1, 1962	11,894
Jan. 1, 1963	7,138
Jan. 1, 1964	5,249
Jan. 1, 1965	5,856
Jan. 1, 1966	6,013
Jan. 1, 1967	6,588
Jan. 1, 1968	7,156
Jan. 1, 1969	7,869
Jan. 1, 1970	8,311
Jan. 1, 1971	9,960
Jan. 1, 1972	12,375
Jan. 1, 1973	13,332
Jan. 1, 1974	11,246
Jan. 1, 1975	11,489
Jan. 1, 1976	10,414
Jan. 1, 1977	11,387
Jan. 1, 1978	17,374
July 1, 1978	17,700*
Jan. 1, 1979	17,114
Jan. 1, 1980	16,919
Jan. 1, 1981	16,681
Jan. 1, 1982	11,270**
Jan. 1, 1983	10,011***
Jan. 1, 1984	10,096
July 1, 1984	10,880

*—All-time high
**—VW counted as domestic in 1982 and subsequent years
***—Renault counted as domestic in 1983 and subsequent years

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IMPORTED-CAR RETAIL OUTLETS

	July 1, 1984	Jan. 1, 1984
Imported cars only		
Exclusives	2,832	2,750
Duals	1,041	1,130
	3,873	3,880
Import-domestic duals		
Domestics with captive imports	4,461	3,864
Domestics with other imports	2,546	2,352
	7,007	6,216
Total imported-car dealerships	10,880	10,096

Notes: Renault and Volkswagen are counted as domestics.
Captive imports are Chevrolet Sprint, Dodge Colt, Conquest and Vista.
Plymouth Colt, Conquest and Vista.

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Obituaries

James J. Nance, 84, dies; tried to save Packard, Edsel

CLEVELAND. — James J. Nance, whose automotive career never matched the success he achieved in appliances and banking, was found dead in his summer home in Bellaire, Mich., July 23. He was 84.

Mr. Nance was best known in Detroit as the man who merged Packard with Studebaker and who inherited the job of ministering to a market-sick Edsel at Ford Motor Co.

He began his career at National Cash Register Co. in 1924 and moved to General Motors in 1928 in the marketing department of Frigidaire. He was vice president of Zenith Radio Corp. from 1940 to 1945 and became president of Hotpoint, Inc., in 1945.

He gained a reputation as a razzle-dazzle marketer at Hotpoint, and a terminally ill Packard Motor Car Co. called him to take over the reins there in 1952. He was president, chief executive officer and a director.

He was the architect of the Studebaker-Packard merger and it is believed he intended to extend the merger to include American Motors, but that never came to pass.

He joined Ford Motor Co. in 1956 and was named general manager of Lincoln Mercury in 1957. That became Mercury-Edsel Lincoln Division early in 1958, when it became apparent that Edsel was not doing well enough in the market to justify continuation of a separate Edsel Division.

Mr. Nance's job was to meld the three lines into one division. He later told a reporter that the job was "unpleasant and nasty."

Chrysler to recall 142,000 minivans for window fault

DETROIT. — Chrysler Corp. is having a window problem on '84 Plymouth Voyager and Dodge Caravan minivans.

It plans to recall 142,000 Voyagers and Caravans because the window on the sliding door may break if the door is slammed.

The company issued a customer alert, advising owners to close the vent-style window before closing the door. It claims that breakage occurs only if the window is open when the door is being closed.

To solve the problem, a replacement latch for the windows, with higher stress absorption, will become available in dealerships in mid-September.

It will be installed free of charge. The company will also reimburse owners who have already paid to have the glass fixed.

Mr. Nance left Ford Motor later in 1958 and in 1960 he was named president of the Central National Bank in Cleveland. He was chairman and chief executive officer of the bank at the time of his retirement in 1967.

After that, he became chairman and chief executive officer of First Union Real Estate Investments Co. in Cleveland and served until 1978, when he formed his own consulting company.

He was active in civic affairs and received a number of prestigious awards over the years.

Edward C. Larson

TOLEDO. — Edward C. Larson, 80, retired chairman of Anderson Co., died July 12. Anderson, manufacturer of Anco windshield wiper products, is now part of Champion Spark Plug Co. Mr. Larson joined the company in 1928 as administrative assistant to John Will Anderson, the firm's founder.

Frederick M. Loop

PITTSBURGH. — Frederick M. Loop, 55, general manager of automotive original finishes for PPG Industries, Inc., and the inventor of cathodic electrodeposition, died of a heart attack near Barcelona, Spain, July 20 while on a business trip. He also held numerous patents on waterborne primers.

J. H. Manly

ABILENE, Tex. — J. H. Manly, 73, former owner of Manly Pontiac, Inc., died here. He entered the automotive business with his father and brothers in 1934 and retired in 1974. He had been vice president of the Abilene New Car Dealers' Assn. and an area director of the Texas Automobile Dealers Assn.

Long rhubarb on U.C. rule is nearly over

Continued from Page 7

ed benefits and, in fact, that there is no difference between buyers in Wisconsin and those in other states with respect to awareness of mechanical problems before the sale.

The study found "14 percent of Wisconsin consumers were aware of mechanical problems at the time of sale, compared with 15 percent" of used car buyers in states without the defect disclosure law. Fewer Wisconsin consumers (20 percent) than consumers in other states (24 percent) reported that dealers disclosed mechanical problems, despite the Wisconsin law.

Moreover, said the FTC staff, the study suggests the Wisconsin defect disclosure law does not improve the buyer's ability to predict future repair costs. In fact, 65 percent of Wisconsin buyers, compared with 60 percent in other states, had post-sale repairs.

Comments on this survey and its implications for the rule are being requested by FTC before it takes any final action.

Final approval of the controversial rule — with perfecting amendments suggested by NADA — is expected by mid-September.

Historical highpoint: Profits at Ford reach \$909 million

By Michelle Krebs
Financial Editor

Ford Motor Co. announced second quarter profits of \$909 million, the highest of any quarter in its history.

The second quarter net income was 68 percent higher than the \$542.2 million earned in the period last year. Per share earnings were \$4.95, compared with \$1.95 a year ago.

Ford said the improved second quarter was due to higher sales in the U.S. and Canada, productivity improvements and higher car market shares.

Dollar sales for the quarter totaled a record \$14.1 billion, up 20 percent from a year ago. Worldwide sales for the quarter amounted to more than 1.5 million units, up 14 percent from last year.

For the first six months of 1984, Ford's earnings totaled \$1.81 billion on sales of \$27.1

billion. Both were all-time peaks for the company.

Ford's after-tax profit in the U.S. amounted to \$742 million in the second quarter, up 120.8 percent from the \$336 million in the same period a year ago.

Ford said its market share in the U.S. was 18.1 percent, up 1.1 points from the same period last year and the highest second quarter share since 1979.

The company attributed the higher market share to increased sales of its Ford Tempo and Mercury Topaz models as well as stronger sales for its large, luxury cars.

Ford's earnings outside of the U.S. also increased, to \$167 million from \$136 million last year. However, the company said foreign earnings continue to be affected by the strong dollar, high marketing costs in Europe, weak Latin American economies and a strike by German metalworkers.

AMC chalks up a profit for 3rd straight quarter

By Michelle Krebs
Financial Editor

SOUTHFIELD, Mich. — American Motors reported its third consecutive profitable quarter, with net income for the second quarter of 1984 totaling \$4.7 million.

AMC's second quarter profit was preceded by a first quarter profit of \$5.1 million and a profit of \$7.4 million in the fourth quarter of 1983 following 14 consecutive quarters of red ink.

Misfueling charge filed by EPA

WASHINGTON. — A private gas pump allegedly used to put leaded fuel in 25 of 56 company cars which needed unleaded gasoline may lead to a fine of \$182,650 for an Oregon company, according to EPA.

The firm involved is Louisa Pacific Co., Portland, Ore., a pulp and paper producer. The violations were said to have occurred at a facility in Red Bluff, Calif.

EPA said its investigation corroborated a report from the San Francisco Bay chapter of the Sierra Club that illegal fuel was being used.

AMC's second quarter profit compares with a loss of \$78.9 million in the same quarter last year. Per share earnings amounted to two cents compared with a loss of \$1.06 in last year's second quarter.

Net sales for the quarter were \$1.05 billion, up 39.4 percent from last year's \$762 million.

For the first six months of 1984, AMC's earnings totaled \$9.8 million, or five cents per share, compared with a loss of \$145 million, or \$2.24 per share in 1983. Sales for the six month period totaled \$2.144 billion, up 53.3 percent from last year's \$1.399 billion.

Sales of the new Jeep Cherokee Wagoneer were credited with AMC's improved performance.

Worldwide passenger car sales were down 16.8 percent for the quarter while worldwide Jeep sales were up 129.4 percent, bringing total worldwide sales to 113,414 units, up 19.5 percent over the same quarter the year before.

For the six month period, worldwide passenger car sales were off 6.5 percent and Jeep sales were up 160 percent. Combined Jeep and car sales were up 31.4 percent from the first six months of last year.

3 plants idle, week's build is 134,195 cars

Chrysler changeover cuts output

By Joe Wilssens
Staff Writer

Domestic auto production dipped last week as three Chrysler Corp. assembly plants joined Volkswagen in making model changeovers.

U.S. makers slated completion of 134,195 cars last week, down 4.31 percent from the pri-

or week's 140,244. Last week's build was 16.79 percent above the year-ago week's 114,899.

Chrysler's Newark (Del.) and St. Louis assembly plant No. 1 joined the company's idle Jefferson (Detroit) facility in making model changes. About 11,000 workers have been idled by the changeover. Newark and St.

Louis No. 1 are scheduled to resume production Aug. 6, while Jefferson is slated to return to day (July 30).

Year-to-date, 4,747,248 cars have been built in the U.S., 26.35 percent more than the 3,757,099 finished during the same 1983 period.

Of last week's projected car output, General Motors accounted for 62.04 percent followed by Ford Motor Co., 26.34 percent; Chrysler Corp., 3.81 percent; American Motors, 3.58 percent, and Honda, 2.23 percent.

GM scheduled last week's only overtime. The company's Janesville (Wis.) and Flint B line worked two Saturday (July 28) shifts while the Bowling Green (Ky.) plant worked one Saturday shift.

GM's Lordstown (O.) and Willow Run (Mich.) facilities are down for model changeover but are expected to resume production Aug. 6. The company's Leeds (Mo.) and Wilmington (Del.) plants, also idle for model changes, will return Aug. 13.

Unhappy diesel owners cite first-year achievements

WASHINGTON — Citing its first-year achievements, the Disgruntled Diesel Owners Group (D-DOG), is urging other dissatisfied owners of General Motors diesel cars to establish or join similar groups.

The Virginia consumer group, headed by Joyce Arndt, said that under the major agreement D-DOG signed with GM:

1. 6,500 members who joined by Feb. 21, 1984, have so far received more than \$3 million in cash or kind.

2. GM has offered cash compensation or paid for repairs on cars owned by more than 2,000 D-DOG members, averaging more than \$1,500 per vehicle.

3. More than 500 D-DOG members have received new diesel engines from GM at reduced or no cost.

4. Another 2,000 claims are now under review by D-DOG and GM, and others will be processed as these are cleared.

Involved for this group and others across the nation are 350-CID diesel engines made by Oldsmobile and used in several lines starting in 1977.

• Early problems developed in fuel-injection pumps and fuel injectors, prompting an FTC investigation which, along with other problems, was settled by consent and resulted in an arbi-

tration program handled by the Better Business Bureau.

But diesel owners soon complained of other and more serious problems—blown head gaskets, cracked blocks, irreparable oil leaks, broken camshafts and crankshafts and bad transmissions—some of these not developing until 40,000 miles or so.

Arndt's report on the first year of operation under the D-DOG/GM agreement is intended to urge others to follow her group's success. She said that more than 700 diesel owners who joined D-DOG after the deadline are being treated in much the same way.

The July, 1983, agreement allows owners to use a special claim form and to include documentation of their losses, which can include towing, rental cars or airfare; lodging (if need is proved); and an owner's own labor on attempted repairs. Also very important, said Arndt, is the direct line of communication.

But, Arndt added, GM is still not willing to honor its written commitment to defray D-DOG expenses. She speculates that this is because GM is leery of what D-DOG may do about the diesels' "loss of resale value" or excess depreciation problems. GM denies any responsibility for this and D-DOG will not say what its plans are.

U. S. CAR PRODUCTION

	Week Ended July 28, 1984	Week Ended July 30, 1983	Week Ended July 21, 1984	July to Date	Jan. 1 to July 30, 1984	Jan. 1 to July 28, 1983
AMERICAN MOTORS	4,800	3,334	4,852	17,689	99,335	113,758
AMC Total					4,071	4,071
Eagle					95,264	113,758
Renault Total	4,800	3,334	4,852	17,689	92,986	61,422
Alliance	2,750	2,337	2,800	9,995	7,694	52,336
Encore	2,050	997	2,052	7,694	2,278	2,278
CHRYSLER CORP.	7,800	8,680	10,028	68,970	492,610	759,678
Plymouth Total	3,300	4,482	5,607	22,101	179,037	223,616
Horizon	2,600	2,238	2,856	11,315	64,079	94,430
Reliant		2,232	1,804	7,590	112,024	110,334
Caravellet		12	99	619	2,934	5,534
Gran Fury	700		848	2,577	13,318	13,318
Chrysler Total	1,700	392	4,889	21,595	113,692	254,685
LeBaron		392	1,684	6,692	51,913	77,225
Laser			1,413	3,808	46,064	46,064
Chrysler E-Class				3,722	61,779	63,070
Fifth Avenue	1,700		1,792	7,373	68,326	68,326
Dodge Total	2,800	3,806	6,532	25,274	199,881	281,377
Omni	2,400	2,281	2,674	10,411	73,448	88,917
Aries		1,385	2,157	6,569	82,464	87,643
Daytona			656	2,642	34,207	34,207
Dodge 400					18,578	18,578
Dodge 600		140	47	3,216	25,391	48,280
Diplomat	400		598	2,436	22,330	22,330
FORD MOTOR	35,345	29,896	30,466	65,811	831,804	992,136
Ford Division	21,164	17,359	19,668	40,832	530,748	643,166
Escort	5,718	4,260	6,487	12,205	146,960	198,449
Fairmont					23,728	23,728
Mustang	2,386		3,037	5,923	67,478	77,270
LTD	4,052	2,454	3,557	7,649	98,025	123,325
Thunderbird	2,532	3,673	1,98	2,730	112,282	86,151
Crown Victoria	1,813	2,716	1,709	3,522	52,751	43,872
EXP	876		1,081	1,957	1,184	19,834
Tempo	3,247	4,256	3,599	6,846	20,340	34,265
L-M Division	14,181	12,537	10,798	24,979	301,144	348,970
Mercury Total	10,584	10,043	6,896	17,480	237,785	251,626
Lynx	1,215	2,076	1,433	2,648	40,889	38,639
Capri	255		279	534	12,892	9,924
Zephyr					8,601	8,601
Marquis	2,999	1,481	2,383	5,382	42,267	65,697
Cougar	3,113	3,279	204	3,317	67,344	59,174
Grand Marquis	1,799	1,526	1,822	3,621	56,548	53,887
LN7					290	290
Topaz	1,213	1,681	775	1,978	8,954	24,305
Lincoln Total	3,597	2,494	3,902	7,499	63,359	97,344
Continental	958		1,024	1,982	8,793	21,914
Lincoln	2,243	2,494	2,441	4,684	34,375	57,660
Mark VI/VII	396		437	833	20,191	17,770
GENERAL MOTORS	83,250	71,566	84,911	324,314	2,261,324	2,751,124
Buick Division	19,101	12,695	22,180	80,147	521,799	609,409
Skylark	830		2,273	6,740	61,382	58,445
Skyhawk	2,790	1,576	2,856	11,000	43,221	93,961
Somerset Regal	500		152	951	1,025	1,025
Century	4,563	3,805	4,638	18,851	95,375	135,026
Regal	3,089	3,592	4,673	15,271	145,402	131,398
Buick	4,689	2,176	4,626	17,133	148,795	130,809
Riviera	1,043	1,246	1,111	4,063	27,624	31,055
Electra (fwd)	1,597		1,851	6,138	27,690	27,690
Cadillac Division	7,053	2,217	6,923	25,539	184,051	197,904
Cimarron	264	436		736	11,991	10,005
Seville	665	492	722	2,607	20,146	24,229
Eldorado	1,490	1,289	1,596	5,807	44,419	47,195
Cadillac	1,661		2,084	7,175	107,495	84,730
DeVille (fwd)	2,973		2,521	9,214	31,745	31,745
Chevrolet Division	22,065	27,569	25,466	105,120	735,671	932,824
Chevette	2,635	3,620	2,661	10,177	109,441	113,610
Cavalier	8,019	8,351	4,545	28,095	169,506	244,176
Celebrity	5,528	4,917	5,756	22,838	80,219	178,688
Camaro	5,007	2,765	4,996	17,470	117,566	154,430
Citation	2,590		3,316	10,881	60,950	68,392
Malibu/El Camino		3,661			92,783	16,346
Monte Carlo	1,500	2,209	1,454	5,653	54,724	69,231
Chevrolet	1,916	1,435	1,964	6,991	36,747	68,029
Corvette	870	611	774	3,015	13,735	19,922
Oldsmobile Division	19,362	20,872	20,545	75,800	588,913	685,055
Omega			661	2,520	36,269	29,289
Firenza	1,150	867	1,299	4,518	28,385	44,462
Cutlass Supreme	3,540	6,407	3,508	13,350	170,502	168,099
Cutlass Ciera	5,182	4,451	5,181	19,632	116,982	167,125
Oldsmobile	5,924	8,235	6,667	23,607	213,043	215,187
Olds 98 (fwd)	2,514		2,231	8,411	32,323	32,323
Calais	250		137	635	709	709
Toronado	802	912	861	3,127	23,732	27,861
Pontiac Division	9,669	8,213	9,797	37,708	230,440	325,932
Acadian	250	189	254	810	10,264	9,984
2000 Sunbird	3,433	2,958	3,387	12,679	60,404	96,363
1000	440	1,460	724	2,255	25,750	23,833
Firebird	2,720	1,597	2,642	10,423	56,801	70,051
Phoenix				804	16,265	14,116
Grand Prix/Bonneville		2,009			59,456	29,733
Parisienne	426		405	1,598	16,361	16,361
Fiero	2,400		2,385	9,139	70,491	70,491
HONDA	3,000	1,423	2,987	8,669	22,689	75,121
VOLKSWAGEN					49,337	55,431
Total Cars, U.S.	134,195	114,899	140,244	485,453	3,757,099	4,747,248
Total Cars, Canada	19,455	15,219	11,938	58,058	586,080	648,797
N. American Cars	153,650	130,118	152,182	543,511	4,343,175	5,396,045
N. American Trucks	66,767	51,016	70,252	224,561	1,596,808	2,283,184
North American Cars and Trucks	220,417	181,134	222,434	768,072	5,939,987	7,679,229

†—All Acadians and Caravelles are built for sale in Canada. *—Estimated.

Chrysler down; truck production declines in U.S.

Domestic truck production dipped slightly last week as Chrysler Corp. was down for model changeover.

The industry targeted assembly of 59,412 trucks last week, down 7.57 percent from the previous week's 64,277. Last week's tally was 29.29 percent above the year-ago week's 45,951.

Chrysler's Warren (Mich.) truck facility is scheduled to resume production today (July 30). About 3,500 hourly workers are idle during the model changeover which began July 23.

General Motors was the only company scheduling overtime last week. The company's Flint facility worked two Saturday (July 28) shifts while the Pontiac plant worked one additional Saturday shift.

CANADIAN CAR PRODUCTION

	Week Ended July 28, 1984	Week Ended July 30, 1983	Week Ended July 21, 1984	July to Date	Jan. 1 to July 30, 1984	Jan. 1 to July 28, 1983
AMERICAN MOTORS	600	577		600	16,557	12,850
CHRYSLER CORP.					103,857	
FORD MOTOR	9,950	9,928	13,327	129,770	247,686	
GENERAL MOTORS	8,680	4,714	11,713	43,300	329,961	381,779
VOLVO	225		225	831	5,935	6,482
Total Cars, Canada	19,455	15,219	11,938	58,058	586,080	648,797

TRUCK PRODUCTION IN U.S.

	Week Ended July 28, 1984	Week Ended July 30, 1983	Week Ended July 21, 1984	July to Date	Jan. 1 to July 30, 1984	Jan. 1 to July 28, 1983
CHEVROLET	20,027	14,213	21,158	79,251	460,622	587,103
DODGE		1,917	3,198	10,001	78,781	116,635
FORD	24,463	21,122	24,793	50,709	503,940	677,992
GMC	6,415	3,669	6,920	25,246	149,151	190,821
INTERNATIONAL	1,627	928	1,752	3,379	28,205	42,518
VOLKSWAGEN					2,079	
JEEP	3,830	3,052	3,210	7,040	43,543	107,249
NISSAN	2,000		2,196	8,140	57,419	
AM GENERAL	50*	50*	50*	190*	1,430*	1,520*
MISCELLANEOUS	1,000*	1,000*	1,000*	3,800*	28,600*	30,200*
Total Trucks, U.S.	59,412	45,951	64,277	187,766	1,296,351	1,811,457

CANADIAN TRUCK PRODUCTION

	Week Ended July 28, 1984	Week Ended July 30, 1983	Week Ended July 21, 1984	July to Date	Jan. 1 to July 30, 1984	Jan. 1 to July 28, 1983
CHRYSLER CORP.					12,716	72,803
FORD MOTOR	3,400	3,238			77,134	87,842
GENERAL MOTORS	3,740	1,827	5,798	20,287	147,294	178,370
INTERNATIONAL	215	73	177	392	3,226	4,305
Total Trucks, Canada	7,355	5,065	5,975	36,795	300,457	471,727
N. American Trucks	66,767	51,016	70,252	224,551	1,596,808	2,283,184

†—Now includes window van production. *—Estimated.

Jeep includes commercial only. AM General includes government-destined vehicles.

Automotive News

August 6, 1984

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59th year—\$40 per year, \$1.00 per copy

Domestic dealership total increases 54 in first half

By John K. Teahen Jr.
Managing Editor

Sunny days continued for the domestic dealer population in the first half of this year. The number of outlets handling U.S.-made passenger cars continued the upturn that began 12 months ago.

The latest AUTOMOTIVE NEWS census found 20,895 domestic dealerships on July 1, up 54 from the 20,841 counted on Jan. 1.

There was a gain of seven

establishments in the first quarter and 47 in the second. The total has risen in each of the last four quarters.

The first-half upturn was the first in the 23 years that AUTOMOTIVE NEWS has been compiling quarterly and semiannual dealer totals. The rise of 54 establishments compared with a loss of 76 in the same period last year.

During the auto depression of the early 1980s, the first-half losses were severe—556 in 1982, 325 in 1981 and a horrendous 930 in 1980.

Chrysler Corp. made the difference in the first six months of this year with a gain of 91 outlets, and Ford Motor Co. also was on the plus side with a rise of 11.

There were dips of 20 dealerships for General Motors, 28 for American Motors - Renault and 10 for Volkswagen. A change in the number of intercorporate deals brought the industry's upsurge to 54 establishments.

All figures in this article and in the accompanying tables refer to the net change in the dealer population, both for the

individual corporations and car lines and for domestic industry as a whole.

In the first half, franchise totals rose for every Big Three make except Chevrolet. AMC, Renault and VW also were down.

Biggest franchise jumps were made by the three Chrysler Corp. car lines. Dodge was up 100, Plymouth was up 98 and Chrysler was up 92.

Mercury recorded an advance of 26 franchises, and there were gains of 16 for Ford and nine for Lincoln.

At GM, Buick and Pontiac

Continued on Page 57, Col. 3

U. S. CAR OUTLETS

	July 1, 1984	Jan. 1, 1984
American Motors-		
Renault	1,498	1,526
Chrysler Corp.	3,955	3,864
Ford Motor Co.	5,519	5,508
General Motors	10,020	10,040
Volkswagen	896	906

TOTALS 21,888 21,844

Minus Intercorporate

Duals 993 1,003

NET OUTLETS 20,895 20,841

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breaking news

Ford and U. S. Steel form joint venture

DEARBORN.—Ford Motor Co.'s Rouge Steel and U.S. Steel Corp. are forming a joint venture to build and operate an electrolytic galvanizing plant here. The project will cost between \$130 million and \$150 million. The galvanizing line will be ready for the '87 model year.

GM settles diesel engine suits for \$22.5 million

NEW YORK. — General Motors has settled in federal court here for \$22.5 million three class-action suits on behalf of 450,000 original-owner plaintiffs who bought 1978-1980 GM cars and light trucks with 260 and 350-cubic-inch diesel engines. In a settlement offered the court for approval, GM said it will pay for engine repairs for 5 years or 50,000 miles. Owners with documented proof of repairs will be reimbursed

See BREAKING NEWS, Page 8, Col. 1

GM proposes policy change; could create 'super-dealers'

By Jake Kelderman
Washington Reporter

WASHINGTON.—In a move that could change the evolution of the franchised car and truck business, General Motors has proposed guidelines that would permit a dealer to take as much as 49-percent interest in as many as 10 GM dealerships.

The current policy is to allow a dealer to hold no more than three GM dealerships.

The proposal could pave the way for creation of a line of GM "super-dealers" in major population centers, giving GM substantial distribution efficiencies and significantly enhanced dealer operations, analysts agreed.

GM announced the proposed changes in a letter to dealers concerning its GM Franchise Policy, which is to be renewed in 1985. The changes would become effective with the renewal.

The company also proposed to make it easier to get into one of its dealerships and by increas-

ing the length of time, from eight to 10 years, in which to acquire voting control and a minimum of 51-percent ownership interest in a new dealership.

The franchised dealer business, like everything else, has suffered from inflation. It now typically takes \$2 million to \$3 million to get into a new facility.

Continued on Page 57, Col. 1

Air-bagged Mercedes misses limit in crash

By Helen Kahn
Washington Bureau Chief

WASHINGTON.—An air-bag-equipped Mercedes-Benz 300-SD edged past the allowable chest deceleration figure for the driver-side dummy in NHTSA's latest round of high-speed crashes.

The barrier crashes are at 35 MPH, producing forces of about one-third more than the 30-MPH barrier crashes required for compliance with safety standards.

Also crashed in the latest round was a Nissan 200-SX two-door hardtop that turned in head injury criteria (HIC) number above the allowable 1000 HIC for the driver.

The Toyota Van Wagon came in under all NHTSA criteria for head and chest injuries for both driver and passenger.

The Mercedes-Benz 300-SD four-door sedan with \$880 driver-side-only air bag came in under the HIC limit for both pas-

Continued on Page 58, Col. 1

U.S. auto execs' compensation soars 40 pct. in 1983

By Michelle Krebs
Financial Editor

What a difference a year makes.

While the U.S. auto industry struggled to survive in 1982, executives' salaries held steady or rose only slightly. In many cases, bonuses were eliminated.

However, in the boom year of 1983, only a handful received no increase in pay, and the average increase in combined salary and bonus for the industry's highest-paid executives was about 40 percent.

In 1982, only one executive in the U.S. auto industry made more than \$1 million in salary and bonus. In 1983, half a dozen broke the \$1 million mark, and the number would be much higher if stock options and stock bonuses were included.

In 1982, compensation for executives of supplier companies far outpaced the pay of the auto makers' executives. In 1983, General Motors and Ford Motor Co. executives held those top spots.

Ten GM and Ford executives

were among the 35 highest-paid executives in the U.S. auto industry in 1983, based on combined salary and bonus only, according to AUTOMOTIVE NEWS' second annual executive compensation survey.

In 1982, executives of supplier companies clinched the top 18 spots, and GM was the only auto maker to have any executives listed among the top 35. GM had two—Chairman Roger B. Smith and President F. James McDonald.

• The latest survey of publicly traded companies showed 172 industry executives made more than \$300,000 in salary and bonus for 1983. The number is undoubtedly higher, however, because the companies are required by law to list only the

five highest-paid executives.

As a group, the top 172 executives made \$87 million in 1983, or slightly more than a half-million each. The average of the same group in 1982 was just under \$400,000.

Ford Motor Chairman Philip Caldwell bumped United Technologies Chairman Harry Gray from the No. 1 spot Gray held last year, while three other Ford executives were included among the top 11.

Ford executives, in fact, enjoyed the largest percentage increases in salaries and bonuses. Ford's top five executives received increases of more than 200 percent and were the only ones included in the survey to receive increases of more than 200 percent.

Seventeen executives received

increases of more than 100 percent.

GM's Smith and McDonald also made the Top 10 list.

• Chrysler executives remained low on the compensation list because only salaries were included. Bonuses have been approved for 1,440 Chrysler executives, but the amount of bonuses for Chrysler's top five executives will not be revealed until the 1984 proxy statement comes out next spring.

AMC Chairman W. Paul Tippet was the only chief executive of an auto company to take a decrease in pay and was among only half a dozen working executives included in the survey to show a pay drop.

(Cummins Engine Co. execu-

Continued on Page 59, Col. 1

Soft-top Celica



ASC converts Toyota model

A convertible version of Toyota's Celica GT-S is set to go on sale in mid-August. Conversion of the hardtop is being handled through Toyota Motor Sales U.S.A. and ASC, Inc. It is estimated that the price will be in the \$15,000 range. Story, other photos on Page 30.



K-car inspection in Mexico

From left, Jerome B. York, director of Chrysler de Mexico; Jose Antonio Pujals, Chrysler de Mexico executive director of operations, and Harold K. Sperlich, Chrysler Corp. president, inspect a Dodge Aries which was made in Mexico for export to the U. S.

GM buys into leaders in machine vision field

By Roger Rowand
Engineering Editor

Technical developments are coming so fast in automated manufacturing that even General Motors can't keep up by itself and is taking the acquisition route to technical capability.

In its latest moves, GM is buying up to 20 percent of VIEW Engineering, of Simi Valley, Calif.; up to 30 percent of Diffracto Ltd., of Windsor, Ont., and up to 20 percent of Automatrix, Inc., of Billerica, Mass. No acquisition prices were disclosed.

All three are leaders in the rapidly emerging technology of machine vision in which images are analyzed by computer in much the same way as data is analyzed by computer.

Machine vision, an aspect of machine intelligence, is at the threshold of wide use, manufacturing engineers say. It will be utilized to inspect items during manufacture and will be extremely important in quality control.

For example, in assembly of electronic devices such as radios, machine vision will examine each solder point where such tiny components as transistors and resistors are attached to printed circuit boards.

If connections aren't good, the board will be sent automatically to a repair station. Information on the rejection will be collected, analyzed and stored by the computer.

Quality trends will be noticed, analyzed and reported to manned stations where corrective actions—such as stepped up inspection of incoming parts from suppliers—can be instituted.

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59th year — No. 5034

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Next Japanese competitor? For GM, it could be Canada

By Marjorie Sorge
Labor Editor

OSHAWA, Ont. — General Motors of Canada could be GM's new base of operations for small-car production if it is able to maintain its spot as the corporations' number one competitor with the Japanese, said John F. Smith Jr., president and general manager of GM of Canada.

"We can be more competitive with the Japanese from our base in Canada than we can, say, from the U. S.," he said. Labor costs in Canada are \$5-\$7 an hour less than in the U. S. while Japanese costs are \$8-\$10 an hour lower.

Besides the labor cost, Smith said the subsidiary is competitive in quality, productivity and overall cost.

The small cars will continue to come basically from joint ventures and import ventures for at least the next four years, Smith said. The origin of those cars then hinges on the success of the Saturn Project, he said.

In an interview with AUTOMOTIVE NEWS, Smith also said:

1. GM of Canada is studying possible joint ventures with Opel and a Japanese company—not Toyota. He said they are

both just paper studies to see if manufacturing a car is feasible and competitive.

2. While GM of Canada does not expect to have a car developed solely for the Canadian market, it would like to have a variant of another division's car with a solely Canadian nameplate. GM has done this with the Acadia from Pontiac.

(GM of Canada may get an exclusive Canadian version of the new Chevrolet X-car for '87. The Canadian car would carry the Pontiac name.)

3. There are plans to add another 40 dealers in the next few years, raising the total from 960 to 1,000.

4. GM of Canada will be selling the GM-Toyota joint venture cars scheduled to go into production this fall. It will not, however, bring in any other Toyota vehicles to sell at its dealerships.

Under the Auto Pact, Toyota could escape paying a tariff on its Japanese-built cars if they were sold at GM dealerships since it now has a joint venture with GM. It has not been decided if GM of Canada will sell the Daewoo from Korea or the Isuzu, but it will be selling the Suzuki Sprint (Firefly in Can-

ada) in British Columbia.

5. GM of Canada is studying the possibility of creating its own supplier subsidiaries which would be separate from the corporation. Oldsmobile is studying a similar project to create a fiberglass company which would be run by Oldsmobile outside of GM.

6. The long-term plan is to stabilize the workforce, currently numbering 36,627 hourly and 8,100 salaried. GM of Canada has been able to hire an average of 1,500 hourly workers a year and hired 200 new college graduates for salaried positions in 1984, without surpassing the attrition rate.

7. Another downturn in the auto industry is not right around the corner in Canada.

• "There are some underlying strengths in the economy, particularly the lower rate of inflation that bodes well for a long-term recovery," Smith said. "The one cloud is the interest rate and in Canada the high interest rates are caused by the pressure on the Canadian dollar because of the strength of the U. S. dollar."

"Inflation is currently running at about 4 percent in Canada, which is the lowest rate in 12 years. That is very healthy. Interest rates are 14 percent and they would not be nearly as high as they are if there was not this pressure on the Canadian dollar."

"So to some extent, if the pressure comes off the Canadian dollar, you will see interest rates start to drop and you will

Continued on Page 55, Col. 1

Defendant not called to testify

DeLorean case to jury this week

By Matt DeLorenzo
Los Angeles Reporter

LOS ANGELES.—Defense attorneys in the DeLorean drug-trafficking case here rested their case last week without calling John Z. DeLorean to testify.

Closing arguments are scheduled this week and it is expected that each side will take six hours to sum up its case. The case will then go to the jury, following instructions from Judge Robert M. Takasugi.

DeLorean's attorneys called their final witness last week, Gerald Scotti, a former Drug Enforcement Administration agent who worked on the DeLorean investigation.

Scotti said the government informant, James Timothy Hoffman, bragged to him on June 29, 1982, that he could deliver

John Z. DeLorean on drug charges and added that DeLorean's situation was so desperate that the former auto maker would do anything the informant wanted.

Scotti said that after DeLorean's arrest, Hoffman again bragged about how he "got" DeLorean. That first meeting was the same day that Hoffman said DeLorean contacted him about a drug deal.

Scotti said that although at the time of DeLorean's arrest he thought the defendant was

guilty, he later had second thoughts.

"I was caught up in it as much as anyone else," Scotti said. "We wanted it to happen. I think we were all blind. This thing was on a steamroller. We lost sight of where we were."

While the defense attempted to portray Scotti as a former agent who had a change of heart, the prosecution tried to paint Scotti as a disgruntled former agent trying to get back at the government.

In redirect questioning, government attorneys produced documents that showed Scotti had resigned from the DEA to avoid prosecution on charges that he leaked sensitive government information to an attorney who was representing a client facing drug charges.

Pontiac 1000 intro

DETROIT. — Pontiac is introducing its 1985 subcompact 1000 on Nov. 21, the same day as Chevrolet's Chevette. The wrong date had been reported.



57 dealers sign with Porsche

Fifty-seven dealers from 23 states have signed contracts with Porsche Cars North America, Reno. John A. Cook, president and chief executive officer of the company is pictured 11th from the left in the front row; nine other company executives are also in the picture with the dealers.

GM of Canada eyes 'exclusive' Pontiac for '87

Pontiac is working on a special Canadian version of the 1987-model-year GM25, according to Pontiac insiders.

The GM25, or L-body, reportedly is a 103-inch-wheel-base replacement for the aging Chevrolet Citation X-car, and has been anticipated as a Chevrolet exclusive in the U. S., since Chevy did not get a version of the 1985 GM20 or N-body that went to Oldsmobile, Buick and Pontiac.

Selling a Canadian-only Pontiac version of the L-car would be the first time in several years that GM has marketed such an "exclusive" north of the border, an indication that the Canadian operation is exercising additional marketing clout.

The new L-body is slated for the Linden and Wilmington assembly plants, which recently began ordering tooling for the new car.

It is anticipated as a high-volume, moderately-priced car with an aerodynamically styled body based partially on components used in the 1985 N-body, but with a distinctive body shell.

—DAN MCCOSH

GMAC office is 50

PROVIDENCE.—General Motors Acceptance Corp. is observing the 50th anniversary of the opening of its branch office here.

For quarter; income for half is record, too

Makers earn record \$3.3 billion

By Michelle Krebs
Financial Editor

The domestic auto industry set new records for quarterly and first-half profits and sales in the second quarter of this year.

Combined net income for the Big Four in the quarter was \$3.3 billion on sales of just under \$42 billion. Income in the first quarter of this year was \$3.2 billion on sales of \$41.9 billion, which was the industry's best quarter until this one.

Industry profits for the quarter were up 83 percent from the \$1.8 billion earned in the same quarter of last year, while sales were up 18 percent from last year's \$35.5 billion.

At the same time, the domestic auto makers set a new six-month record with profits of \$6.5 billion, up 135 percent from last year's \$2.8 billion. Sales amounted to \$83.9 billion, up 27 percent from last year's \$66 billion.

The first half of 1984 surpassed the industry's previous record set in 1979, when combined net income was \$3.3 bil-

lion on sales of \$69 billion.

Each of the Big Three auto makers set new records in the quarter.

General Motors set a new second-quarter record for sales and profits. Net income was \$1.6 billion compared with last year's \$1 billion, on sales of \$21.6 billion, compared with last year's \$19.4 billion.

Though the first quarter of 1984 continues to be GM's best-ever quarter, the auto maker did set a new first-half record with profits of \$3.2 billion on \$44.5 billion in sales. That compares with a profit of \$1.7 billion on sales of \$36.1 billion in the first half of 1983.

• Ford Motor Co. set a new quarterly record in the second quarter with a profit of \$909.1 million on sales of \$14.1 billion. Earnings last year were \$542 million, while sales were \$11.7 billion.

Previously, Ford's best-ever quarter was the first quarter of this year. The two record-setting quarters gave Ford its best-ever first half with \$1.8 billion in net income on sales of \$27.1 billion. That compares with net income of \$753 million on sales of \$21.8 billion in the first half of last year.

A new quarterly record was set at Chrysler Corp. as well with earnings of \$803 million on sales of \$5.3 billion. In the same period a year ago Chrysler earned \$310 million on \$3.6 billion in sales.

Chrysler's previous record for earnings and sales was set in the first quarter of this year when net income was \$706 million on sales of \$4.9 billion.

Naturally, two record quarters produced Chrysler's highest-ever six month period. Income for the first half totaled \$1.5 billion on \$10.2 billion in sales. The first-half earnings surpassed full-year earnings of 1983.

American Motors also contributed to the industry's best-ever quarter and first half. AMC showed its third consecutive profitable quarter after a string of 14 quarterly losses with net income of \$4.7 million on \$1.1 billion in sales. That compares with a loss of \$78.9 million on \$762 million in sales in the same quarter a year earlier.

For the half, AMC's profits were \$9.8 million on sales of \$2.1 billion, compared with the first half of 1983 when AMC lost \$145 million on \$1.4 billion in sales.

GM buys stake in 3 firms, all leaders in machine vision

Continued from Page 3

side of deep power steering housings.

The three vision firms in which GM is investing also will receive research and development money from GM. They have been suppliers to GM. Size of GM R&D involvement to come was not disclosed.

• In the fiscal year ended June 30, VIEW had sales of about \$15 million compared with about \$9 million a year earlier. It was reported to be the only one of the three making a profit in recent years. VIEW was founded in 1976 and has 160 employees.

Diffactor, closely held, is 10 years old and has about 100 employees. Its annual sales are in the \$5 million to \$8 million range and it expects to turn a small profit this year, Chairman Tim Pryor said.

About 20 percent of Diffactor stock is held by Otto Wolff A.G., a German steelmaking and trad-

ing company which also produces gauging instruments. Wolff is tied with Thyssen A.G., which, among other things, owns Budd Co., a major automotive supplier based in Troy, Mich.

Automatix is about five years old and last year had a loss of \$2 million on sales of \$13 million.

It calls itself the largest independent supplier in the robotics industry. It designs, makes and markets intelligent robot and artificial vision systems used in a wide variety of industries.

Companies working in machine intelligence typically have been entrepreneurial in structure and observers say their R&D spending has left many of them with heavy debt burdens. GM's infusion of funds should help ease debt problems for the three in which it is acquiring interests, authorities say.

As the interest acquisitions were being announced by the vision companies, GM announced appointment of a man to oversee its machine intelligence efforts.

He is Gerald L. Elson, who has been director of plant operations for GM Manufacturing Engineering & Development. Elson was named executive director of machine intelligence technology implementation for the GM Advanced Product and Manufacturing Engineering Staff, a new position.

In May GM said it had bought an 11 percent interest in Teknowledge, Inc., a Palo Alto, (Calif.) knowledge system company for \$3 million in cash.

In June, GM and Electronic Data Systems Corp., Dallas, agreed to a merger with GM acquiring EDS in an exchange of stock, cash and notes. EDS makes computers and related equipment.

AUTO MAKERS' SALES, PROFITS

(In millions)

FIRST HALF

	1984	Profit	1983	Profit (Loss)
American Motors	\$ 2,144.4	\$ 9.8	\$ 1,399.2	(\$145.0)
Chrysler Corp.	10,167.0	1,508.7	6,669.0	482.4
Ford Motor Co.	27,104.5	1,806.3	21,768.6	753.4
General Motors	44,469.7	3,222.8	36,144.0	1,696.5
INDUSTRY TOTAL	\$83,885.6	\$6,547.6	\$65,980.8	\$2,787.3

SECOND QUARTER

	1984	Profit	1983	Profit (Loss)
American Motors	\$ 1,061.6	\$ 4.7	\$ 761.7	(\$78.9)
Chrysler Corp.	5,251.7	802.9	3,568.6	310.3
Ford Motor Co.	14,095.6	909.1	11,732.2	542.2
General Motors	21,583.3	1,608.8	19,400.2	1,043.4
TOTAL	\$41,992.2	\$3,325.5	\$35,462.7	\$1,817.0

Dingell urged to bring anti-subsidy bill to vote

By Richard Johnson
Detroit Reporter

The original sponsor of fleet/lease anti-subsidy legislation in the U. S. House called on Energy and Commerce Committee Chairman John Dingell last week to speed a revised version of the bill to a vote.

While in Detroit to address the Detroit Auto Dealers Assn., Rep. Gene Taylor, Missouri Republican, said that Dingell "has made a commitment" to move the legislation and should honor it.

The latest version of the House anti-subsidy proposal, offered by Rep. Wayne Dowdy, Mississippi Democrat, was unanimously reported last month by a subcommittee to the full Energy and Commerce panel.

The measure would prohibit auto manufacturers from selling cars and light trucks to any person or company at a price lower than that offered to dealers. NADA has maintained that lower prices for fleet/lease customers cost franchised dealers \$1

billion a year, an expense reflected in the prices paid by consumers.

Dingell, a Michigan Democrat, has questioned several aspects of the legislation and succeeded in having some alterations made. Among changes approved by the subcommittee are an exemption for sales to charitable organizations, as defined by the IRS code, and a requirement that only "aggrieved" persons showing damages can file suit under the law.

Taylor, a former Ford dealer, said he found recent amendments to the legislation acceptable and is willing to listen to other questions raised by Dingell.

"The new bill has removed a lot of objections and I understand there will be some other changes," he said. "I have told him that if he has problems, I want to work them out. We could pass this bill if John Dingell would let us vote on it."

Dealers have also charged

Continued on Page 62, Col. 2

Reagan urges UAW restraint in auto talks

DETROIT.—President Reagan has called on the UAW to show restraint in negotiations with General Motors and Ford Motor Co. this year.

"The workers did make some concessions (in the last round of bargaining)," he said in an interview on WDIV-TV here last week.

"On the other hand, while the automobile companies now are back in a profit position, there were several years in which they were running tremendous losses, and I hope that there will be not only fairness, as there should be, but some restraint also in negotiations."

Mr. Reagan also said the government should not interfere in the talks.

UAW President Owen Bieber agreed that the government should not get into the bargaining, but he took exception to the call for restraint.

Bieber also called on the President to extend the Voluntary Restraint Agreement on Japanese imports at or below the current level and asked that meetings be convened between management, labor and government to develop a "meaningful industrial policy."

breaking news

Continued from Page 1

from 90 percent of the \$22.5 million; those without proof can get up to \$150, funded out of 10 percent of the money. No duplication of reimbursement will be made. GM will notify plaintiffs.

Electronics to be key to car classification

MARKHAM, Ont. — Electronic content some day soon will become a measure used in car class differentiation, Ford Motor Co. President Donald E. Petersen said. In opening a Ford electronics manufacturing plant here, Petersen said a typical U. S. luxury car contains 50 semiconductors, mostly in the radio. In contrast, the Continental Mark VII contains 450 semiconductors with its air ride, luxury air conditioning, electronic fuel injection and, this fall, four-wheel anti-skid braking. Class-to-class differences in content will become more marked in the years ahead, Petersen said.

News roundup

Lotus builds 30,000th production sports car

NORFOLK, England. — The 30,000th Lotus production sports car, a silver Turbo Esprit, has been built here. Production began in 1966, with the Lotus Elan, of which 5,508 units were made.

Traffic deaths rise for month, year

WASHINGTON.—Traffic fatalities increased for May and for the first five months of 1984, according to NHTSA estimates. The May estimate was 3,769, up 2.7 percent from 3,670 in May, 1983. The five-month toll of 43,414 was 0.5 percent higher than the year-earlier figure of 43,195.

Daihatsu to build in Trinidad and Tobago

TOKYO. — Daihatsu Motor Co. has begun knockdown assembly of passenger cars in Trinidad and Tobago in a joint venture with Amalgamated Industries. Trinidad and Tobago banned import of built-up passenger cars in 1983. Toyota and Nissan also assemble cars there.

Beatrice acquires Rusty Jones

CHICAGO. — Rusty Jones, Inc., has been acquired by Beatrice Cos., Inc., Chicago-based food and consumer goods firm. Terms of the acquisition were not disclosed. According to Michael Mater, Rusty Jones president, the firm will "use Beatrice resources to expand its opportunities in car-appearance care."

Emissions-averaging at plants approved

WASHINGTON.—The Supreme Court has ruled that the EPA may allow companies to average together all the emissions sources at a single plant, even if the area of the plant's location has not attained national air quality standards.

Registration total also declines for May

Import market share dips 4 points

By Jenny L. King
Staff Writer

Import penetration of the total new-car market in May dropped nearly four percentage points from the year-earlier level and was up just 0.02 percentage point from April as import restrictions and booming domestic new-car sales worked against the foreign cars.

According to figures compiled by R. L. Polk & Co., imports totaled 198,796 in May, down 2.58 percent from 204,062 for the same month in 1983.

The number of new imported cars put on the books this May was up 5.99 percent from the 187,554 recorded in April. Import market penetration in April was 22.42 percent; this May it was 22.44 percent, and a year earlier it was 26.40 percent.

Honda again was in first place, beating out traditional top-dog Toyota by 1,254 units and capturing 19.61 percent of the import total. The Honda figure includes both imported cars and those produced in the U.S.

Second-place Toyota dropped 2.99 percentage points in share of the market, to 18.97 percent from 21.96 percent, and Nissan was down 2.87 percentage points, to 18.03 percent from 20.90 percent.

• Volkswagen, which also includes imported and U.S.-built cars, climbed to fourth from sixth place and gained 1.93 percentage points. Mazda, Subaru and Volvo were down in share of the market, while Audi, BMW and Mercedes-Benz made progress.

Ten imports accounted for 90.49 percent of the market, up from 89.34 percent in May of 1983.

Import registrations for the first five months of 1984 were up 1.65 percent, to 974,480 from 958,631. The small growth in numbers was more than offset by the explosion of domestic sales, as imports plunged 4.44 percentage points in penetration, to 23.84 percent from 28.28 percent in 1983.

Honda, in first place, was up 4.10 percentage points, to 19.87 percent from 15.77 percent last year. Toyota dropped 3.59 percentage points and Nissan was down 3.36 percentage points.

Mazda dropped to fifth place from fourth and was down 0.86 percentage points and sixth-place Subaru was down 0.23 percentage points. VW hopped from sixth to fourth place and was up 1.17 percentage points. Volvo, Mercedes-Benz, BMW and Audi all enjoyed market-share gains this year compared with 1983.

The top 10 imports claimed

89.70 percent of the five-month total, up from 89.61 percent a year ago.

The Japanese segment of the import market shrank to 67.83 percent from 75.97 percent, May to May. German products in-

creased their presence, growing to 14.86 percent from 9.74 percent and the U.S. share was up to 9.37 percent from 5.29 percent.

Numbers of imports by country of origin were:

MARKET SHARES

5 MONTHS
1984 VS. 1983

Make	1984 Market Share	1983 Market Share	Pct. Pt. Change '84 vs. '83
Chevrolet	15.94	14.29	+1.65
Ford	12.69	11.21	+1.48
Oldsmobile	11.19	10.82	+0.37
Buick	8.98	9.07	-0.09
Pontiac	6.86	5.47	+1.39
Mercury	5.05	4.18	+0.87
Honda	4.74	4.46	+0.28
Toyota	4.47	6.31	-1.84
Nissan	4.37	6.13	-1.76
Dodge	3.53	3.61	-0.08
Cadillac	2.99	3.28	-0.29
Chrysler	2.94	2.91	+0.03
Plymouth	2.84	3.33	-0.49
AMC	1.85	2.44	-0.59
VW	1.67	1.65	+0.02
Mazda	1.53	2.06	-0.53
Subaru	1.40	1.73	-0.33
Lincoln	1.30	1.10	+0.20
Volvo	1.01	1.06	-0.05
Mercedes	0.81	0.84	-0.03
BMW	0.07	0.63	+0.07
Audi	0.68	0.47	+0.21
Other Imports	2.46	2.94	-0.48
Misc. Dom.	0.00	0.01	-0.01

TOTAL 4,087,560 3,390,119

TOP CARS

U.S. registrations for five months, 1984 vs. 1983. Numbers for New York State and Oklahoma, 1984, compiled from sales records; Oklahoma, 1983, not available; current Utah delayed.

1984 Position	Make	1983 Position
1—	651,740 Chevrolet	484,525—1
2—	518,918 Ford	380,183—2
3—	457,453 Oldsmobile	366,862—3
4—	367,068 Buick	307,605—4
5—	280,242 Pontiac	185,263—7
6—	206,329 Mercury	141,569—9
7—	193,653 Honda	151,191—8
8—	182,626 Toyota	214,007—5
9—	178,531 Nissan	207,842—6
10—	144,267 Dodge	122,484—10
11—	122,217 Cadillac	111,244—12
12—	119,972 Chrysler	98,696—13
13—	116,005 Plymouth	112,754—11
14—	75,690 AMC	82,553—14
15—	68,239 VW	55,900—17
16—	62,695 Mazda	69,953—15
17—	57,317 Subaru	58,617—16
18—	53,071 Lincoln	37,409—18
19—	41,333 Volvo	36,019—19
20—	33,297 Mercedes	28,319—20
21—	28,430 BMW	21,387—21
22—	27,976 Audi	15,838—22
	Other	
	100,383 Imports	99,558
	108 Misc. Dom.	341

4,087,560 TOTAL 3,390,119

Automotive News analysis of new-car registrations based on R. L. Polk & Co. statistical report. Copyright, 1984, Automotive News

	May, 1984	May, 1983
Japan	134,844	155,021
West Germany	29,535	19,872
United States	18,637	10,800
Sweden	10,938	11,185
France	2,551	4,558
Great Britain	1,607	1,505
Italy	627	1,047
Ireland	57	74
TOTAL	198,796	204,062

The Japanese share of the market for the first five months dropped to 70.07 percent from 77.71 percent in 1983. German cars claimed 13.83 percent, up from 10.37 percent, and U.S.-built imports (Honda, VW and Alliance/Encore) were up to 8.10 percent from 4.11 percent.

	5 mos., 1984	5 mos., 1983
Japan	682,838	744,915
West Germany	134,795	99,457
United States	78,916	39,437
Sweden	55,395	46,396
France	12,810	18,073
Great Britain	7,256	5,829
Italy	2,291	4,270
Ireland	179	254
TOTAL	974,480	958,631

Registrations of new imported small trucks were up 57.40 percent in May, to 57,968 from 36,829 a year ago. Numbers for the major importers were:

	May, 1984	May, 1983
Toyota	21,054	13,301
Nissan	15,976	9,846
Mazda	9,399	5,458
Isuzu	3,806	2,041
Others	7,733	6,183
TOTAL	57,968	36,829

For the first five months, imported trucks were up 59.23 percent, to 280,041 from 175,877. The totals:

	5 mos., 1984	5 mos., 1983
Toyota	102,498	59,439
Nissan	81,464	45,050
Mazda	47,192	25,065
Dodge Ram 50	15,934	10,274
Others	32,953	36,049
TOTAL	280,041	175,877

Texas, Georgia enact safety seat laws

ATLANTA. — Two Southern states have enacted laws requiring motorists to use safety seats for children.

A bill requiring the safety seats, or restraints, for children under four years of age has been signed by the governor in Texas. A somewhat similar law enacted by the Georgia Legislature, went into effect July 1.

IMPORT REGISTRATION SHARES IN U.S.

	Regis., May 1984	Percent Share of Market	Regis., May 1983	Percent Share of Market	Pct. Pt. Change '84 vs. '83
Honda	38,974	19.61	34,172	16.75	+ 2.86
Toyota	37,720	18.97	44,809	21.96	- 2.99
Nissan	35,843	18.03	42,659	20.90	- 2.87
VW	15,209	7.65	11,679	5.72	+ 1.93
Mazda	12,905	6.49	14,068	6.89	- 0.40
Subaru	11,842	5.96	12,770	6.26	- 0.30
Volvo	7,737	3.89	8,651	4.24	- 0.35
Audi	6,621	3.33	3,424	1.68	+ 1.65
BMW	6,595	3.32	3,773	1.85	+ 1.47
Mercedes	6,444	3.24	6,308	3.09	+ 0.15
Others	18,906	9.51	21,749	10.66	- 1.15
TOTAL	198,796		204,062		

Share of U. S. Total	22.44	26.40	- 3.96
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1984 New York and Oklahoma figures from manufacturers' sales records. Oklahoma, 1983, not available. Alaska registrations delayed.

	Regis., 5 mos., 1984	Percent Share of Market	Regis., 5 mos., 1983	Percent Share of Market	Pct. Pt. Change '84 vs. '83
Honda	193,653	19.87	151,191	15.77	+ 4.10
Toyota	182,626	18.74	214,007	22.33	- 3.59
Nissan	178,531	18.32	207,842	21.66	- 3.36
VW	68,239	7.00	55,900	5.83	+ 1.17
Mazda	62,695	6.44	69,953	7.30	- 0.86
Subaru	57,317	5.88	58,617	6.11	- 0.23
Volvo	41,333	4.24	36,019	3.76	+ 0.48
Mercedes	33,297	3.42	28,319	2.95	+ 0.47
BMW	28,430	2.92	21,387	2.23	+ 0.69
Audi	27,976	2.87	15,838	1.65	+ 1.22
Others	100,383	10.30	99,558	10.39	- 0.09
Total	974,480		958,631		

Share of U. S. Total	23.84	28.28	- 4.44
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